



CANNON BUILDING
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STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING NOTICE:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday August 7, 2008 at 9:00 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware

AMENDED AGENDA

(Amended items are noted by an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – July 3, 2008
- 3.0 Unfinished Business
 - 3.1 Update Regarding Annual Seminar
- 4.0 New Business
 - 4.1 Review of Letters of Intent and Course Evaluations
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Association of Realtors School
 - 4.2.1.1 Course Title: Accredited Buyers Representative (ABR)
Credit Hours: 15
 - 4.2.1.2 Course Title: CRS 210 – Building an Exceptional Customer
Service Referral Business
Credit Hours: 15
 - 4.2.1.3 Course Title: Educate Buyers and Sellers in a Planned
Community or Condominium
Credit Hours: 3.5
 - 4.2.1.4 Course Title: Effective Negotiating for Real Estate Professionals
Credit Hours: 7
 - 4.2.1.5 Course Title: Ethical Open Houses
Credit Hours: 7

- 4.2.1.6 Course Title: Introduction to Real Estate Auctions
Credit Hours: 7
- 4.2.1.7 Course Title: NAR Home from Campaign – An Employer Housing Benefit
Credit Hours: 3.5
- 4.2.2 Course Provider: Jack Lingo, Inc., Realtor
 - 4.2.2.1 Course Title: Short Sale and Foreclosure Seminar
Credit Hours: 3
 - *4.2.2.2 Course Title: Procuring Cause
Credit Hours: 3
- 4.2.3 Course Provider: Sussex County Association of Realtors
 - 4.2.3.1 Course Title: Introduction to Office Leasing
Credit Hours: 3
 - 4.2.3.2 Course Title: Basic Math for Real Estate Salesman
Credit Hours: 3
 - 4.2.3.3 Course Title: Investing in Commercial Real Estate
Credit Hours: 6
 - 4.2.3.4 Course Title: Short Sale and Foreclosure
Credit Hours: 3
- 4.2.4 Course Provider: Coldwell Banker Residential Brokerage School of RE
 - 4.2.4.1 Course Title: “Fair Housing - Shared Neighborhoods, Equal Opportunities”
Credit Hours: 3
- 4.2.5 Course Provider: Kent County School of Real Estate
 - 4.2.5.1 Course Title: NAR Ethics
Credit Hours: 3
- *4.2.6 Course Provider: Delaware Association of REALTORS
 - 4.2.6.1 Course Title: Legislative Update – DREC Update and Final Gavel
Credit Hours: 3
 - 4.2.6.2 Course Title: Financing in Tight Market
Credit Hours: 3
 - 4.2.6.3 Course Title: Legislative Update – Land & Sales Contract
Credit Hours: 3
 - 4.2.6.4 Course Title: Risk Reduction
Credit Hours: 3
 - 4.2.6.5 Course Title: 20 Ways to Lose Your License
Credit Hours: 3
- *4.2.7 Course Provider: RE/MAX Satellite Network
 - 4.2.7.1 Course Title: “Brian Buffini’s 100 Days to Greatness”
Credit Hours: 10
- *4.2.8 Course Provider: Kent County Association of REALTORS
 - 4.2.8.1 Course Title: How to Thrive in a Changing Market
Credit Hours: 3

4.3 Review of Instructor Applications

- 4.3.1 L. Robert Frame, Jr., Esq.
Continuing Education: Professional Enhancement: Introduction to Real Estate Auctions
- 4.3.2 John W. Kerrigan
Continuing Education: Professional Enhancement: Lead/Radon/Construction/Pest Control/Mold/Personality Typing/N.L.P
Pre-Licensing: Real Estate Sales

- 4.3.3 Terrence J. Burke
Continuing Education: Professional Enhancement: Basic Math/Investing
In Commercial Real Estate/Intro to Office Leasing
Pre-Licensing: Real Estate Mathematics
Broker's Course: Financing/Real Estate Investment/Mathematics
- 4.3.4 Diana Erney
Continuing Education: Professional Enhancement: Spanish for Realtors
- 4.3.5 John Tarburton
Continuing Education: Federal, State or Local Legislative Issues/Fair
Housing Law
Pre-Licensing: Real Estate Law
Broker's Course: Real Estate Documents/Legal and Governmental Aspects
of Real Estate
- *4.3.6 Trina Joyner
Continuing Education: Professional Enhancement: At Home with Diversity
- *4.3.7 Christopher Rowe
Continuing Education: Professional Enhancement: "Real Estate Financing in
a Challenging Market"

4.4 Review Student Requests for Approval of Educational Activity

- *4.4.1 Student: Tammi Deinlein
Title: Helping Clients Understand the Residential Listing Agreement
Credit Hours: 1.5
- *4.4.2 Student: Tammi Deinlein
Title: Contract and Closing Procedures for New RE Agents
Credit Hours: 1.5
- *4.4.3 Student: Tammi Deinlein
Title: Ethics in Real Estate (Flipping and Predatory Lending)
Credit Hours: 3

*4.5 Continuing Education Audits

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – September 4, 2008

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Real Estate Education Committee

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Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.